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FOR TRANSMISSION IN THE UNITED KINGDOM.]

FORTY-SECOND YEAR.

VOLUME LXXXVI.
NUMBER 6.

LONDON: FEBRUARY 5 1920

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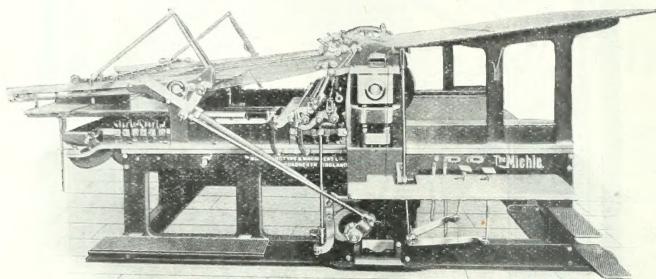
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EVERY THURSDAY.
PRICE TWOPENCE.

North London Printers.

A Variety of Subjects Discussed at the Third Annual Meeting.

Important local business matters, together with some points of general interest to the trade, came up for discussion at the third annual meeting of the North London Master Printers' Association, held on the 28th ult. at the Finsbury Park Congregational Church Room. The interest taken was evinced by the specially good attendance obtained in spite of inclement weather, members coming even from far-outlying districts.

The minutes having been disposed of, the Secretary, Mr. W. J. Mizen, read a letter of apology for absence from Major H. Fordyce Birch, who was expected to be present, but was prevented by a severe cold. A letter was also read from Mr. F. A. Perry, president of the W. and N.W.M.P.A., suggesting that a joint propaganda meeting of the two associations should be held in the neighbourhood of King's-cross. The secretary intimated that he had already replied approving of the suggestion. The proposed meeting would probably take place about the third week of February.

The election of eleven new members was next made or confirmed, their names being A. J. Butterton, A. T. Redmond, P. Fisher, Williams and Sons, C. Coventry, E. S. Warmington, Cosmo Press, Ltd., G. Etherington, A. M. Butterton, H. W. Stone, and Rawlinson and Phipps. The Chairman, Mr. G. B. Moore, welcomed these on behalf of the association, and wished them the same experience as had resulted to himself from association membership—the turning of competitors into friends.

Mr. Johnson, organiser to the L.M.P.A., next made a report as to his experiences during four or five days' energetic work in the northern district. He was able to report the obtaining of several new members, and made practical

suggestions for the bringing together of master printers in the North of London. The thanks of the meeting were heartily accorded him.

Reports of the Year's Work.

Mr. Mizen, in an interesting report of the past year's work of the association, laid emphasis on the difficulties presented by the increasing costs of production during the year. He was able to record an increase of membership from 35 at the last annual meeting to 70 at the present time. He recalled the many interesting discussion meetings which had been held, and thanked those whose assistance had made them so successful. He concluded with a strong appeal that each member should set himself the task of obtaining at least one new member during the next twelve months.

The Financial Secretary, Mr. D. A. Whitehead, followed with a statement of the accounts for the year ending October 31st, 1919. His report showed a healthy state of affairs financially, a balance of over £17 being in hand after the paying of all expenses. He urged the importance of having a good reserve fund, and said that his own experience was that his payments in respect of membership of the association and in respect of the costing department were one of his best investments.

Mr. H. C. Hill, in proposing the adoption of the treasurer's report, congratulated the executive upon their efficient handling of the finances of the branch, making it possible to carry forward about half the income received.

Election of Officers and Representatives.

The next item was the election of officers, and committee, also of two representatives to the central council. The officers elected were

as follows:—President, Mr. D. A. Whitehead; vice-president, Mr. G. B. Moore; secretary, Mr. W. J. Mizen (enthusiastically re-elected); financial secretary, Mr. Cummins; publicity secretary, Mr. W. Curtis. The committee now consists of the following:—Messrs. J. B. Cole (Bowes Park), C. Fish (Finsbury Park), L. F. Hunt (Hornsey Rise), W. Williams (Stoke Newington), G. M. Ball (Holloway), Wilson (Tottenham), A. Maffuniades (Tottenham), Woolridge (Finchley and Highgate), J. Orchard (Upper Holloway), A. V. Woods (Islington), Briar (Islington), S. Woodfield (Enfield), Duncan, Wilkinson.

Mr. Hill proposed a very hearty vote of thanks (afterwards carried unanimously) to the retiring president, Mr. G. B. Moore, who, he said, had fulfilled the wishes and hopes of the branch in every possible way, attending not only local meetings but meetings of the Parent Association also, and representing North London in a very satisfactory manner.

Mr. Moore made suitable acknowledgement of the vote of thanks.

The two members previously serving as representatives on the central council, Mr. H. C. Hill and Mr. W. J. Mizen were unanimously elected to continue as representatives under the new constitution. Both briefly returned thanks for election, Mr. Mizen at the same time paying a tribute of high appreciation of Mr. Hill's valuable services on the council.

Joint Industrial Council Matters.

Consideration was next given to a communication from headquarters submitting a letter from the health committee of the Joint Industrial Council appealing for the interest of members in the improving of hygienic conditions in printing offices by the providing of better methods of ventilation and better sanitary arrangements. It was suggested that the subject be made a matter for discussion.

Mr. Hill said they all knew that in some respects the printing trade was, not the most healthy business, and sometimes—especially in the city—conditions were not ideal. Whilst the matter might not apply to North London particularly, he proposed that the secretary send a sympathetic reply saying that the branch would certainly do all in its power to improve, where possible, the hygienic conditions in the establishments of its members.

A further communication was also submitted to the meeting regarding the formation of district committees and works advisory committees under the Joint Industrial Council, and setting forth suggested rules for these committees.

Mr. Hill spoke to having had some twelve months' experience of a works committee in his own business, and having found it exceedingly useful. He thought that in every establishment where there were 20 or 30 workmen, a works advisory committee was advisable. It tended to the improvement of workers' conditions without increasing costs, perhaps even reducing them. It helped to create a satisfied body of workers, and moreover was very valuable as bringing employers and employees into more direct con-

tact, and creating a better understanding between the two.

It was agreed to recommend that members adopt the proposal with regard to a works committee wherever practicable.

The Profiteering Act.

Mr. Whitehead drew attention to the Stationers' Association circular (cited on another page) regarding the Profiteering Act. He urged the reasonableness of the Board of Trade decision that present market prices may be charged irrespective of the original cost of goods. He mentioned that one of their own members was not long ago haled before the Hornsey Profiteering Committee, when that Committee ruled out his claim, now admitted, that stationery does not come within the schedule; moreover, when this gentleman produced, as evidence of fairness of price, goods of similar lines bought at similar establishments in the West End, at prices which showed his own to be even favourable to the customer, the Committee would not even consider this evidence. Unfortunately, he said, that gentleman had been victimised, though not fined. It might have been better for him if the case had been sent for prosecution, as he thought it would probably have been discharged. He thought the Board of Trade decision now made known was of importance to printers as well as stationers.

The 44-Hours Demand.

The Chairman having referred to the special general meeting at Stationers' Hall with regard to the 44-hours demand, some discussion on this subject ensued. Emphasis was placed on dangers arising from increased costs of printing. Not only would printed matter cost more but other goods also, and this country's foreign trade would thus be damaged. One member mentioned that some of his own customers were now using imported American printed matter. Mr. Hill spoke of the very strong support which the master printers were receiving in resisting the demand, and he urged members to act as one man in the matter. He thought this would result in preventing a reduction of hours, and without recourse to strike or lock-out.

A vote of thanks to the chairman brought the meeting to an end.

IN 1913 Germany sent 375,356 kilos. of printing metal to the Argentine, and in 1917 only 531 kilos.

EARLY PAPERMAKING AT BURY.—It has been stated that the business of Messrs. James Wrigley and Sons, Bridge Hall Paper Mills, Bury, which has just been acquired by Mr. G. H. Wilkinson and Mr. Charles Baker, was founded in the latter part of the 18th century, and another statement gives 1800 as the date. But probably there was papermaking in that part of the then township of Heap two hundred years ago, or more, says the *Bury Times*. At any rate, one George Warburton, whose will was proved in 1721, is described in that document as a papermaker of Heap.

Costing in the Printing Office.

As It Is, and As It Ought To Be.

Continuing his address on costing to the members of the Central Districts Branch of the L.M.P.A., Mr. Williamson proceeded to discuss right and wrong methods of estimating printers' costs. Prejudice, he said, was responsible for much opposition to the Federation Costing System—prejudice due to very mistaken ideas as to what constituted the cost of printing. "What is cost?" he asked. He answered that cost is the sum total of the wages paid, the materials used, and an equitable proportion of the expenses of the business.

Some Rough-and-Ready Methods Used.

Reviewing some of his experiences in calling upon printers, Mr. Williamson said he had come across some wonderful methods of finding the cost of printing. He inquired of one printer who had told him he had been trained in an excellent establishment, the head of which was "an expert in costing." The reply had been: "We take the wages paid, so much an hour, and we put 33½ per cent. on that; we add the cost of the material, and we put 33½ per cent. on the two; then—if we can get it—we put on another 33½ per cent." The beauty of that method, said the lecturer, was the adding of the third percentage "if we can get it." A system that depended upon the man at the other side of the counter, he said, was in his opinion worthless.

Another method—a favourite method with auditors and accountants of the past—was the use of a fixed percentage to cover expenses. The auditor had told the printer "the percentage of your expenses to your business is so much; if you put so much per cent. on your labour and materials you will cover the whole expenses." A number of firms were to-day working under that process. This was how it operated, said the lecturer: if a job was carrying a large percentage of labour and a small percentage of material, the customer might be paying too little, while, on the other hand, if the percentage of labour was small and material predominated, the customer was paying through the nose.

He used as an illustration the case of a large office which he visited some few months ago. After making his examination he had reported that such and such hourly rates would be necessary to cover the firm's costs of production. They had said "these are considerably higher than any we have been using in the past. Will you explain, if these rates are necessary, how is it that we have secured the satisfactory balance which you have seen in the accounts?" It was true there was a satisfactory balance, said the lecturer—satisfactory as printers had reckoned it in the past, though he was very hopeful that before long such a figure would not be considered satisfactory. He was prepared for the question and pointed out that the only way to explain the matter

was to refer to their job notes of work done and compare methods. On the production of a pile of notes, he asked them just to take out any one, give him the number of hours worked and the value of the material used, and he would work out what he thought a fair charge.

The first job considered was one in which there were only three or four hours—not much composition, not much machining, a fair amount of cutting—but the total of the paper somewhere about £4 to £5. The price he worked out on the lines of the system was £6. They passed the sheet along to him, and showed him that their price had been £8. "If this is the way your Federation Costing System is going to work," they said, "good morning!—we don't want anything to do with it." "Don't be in a hurry," he replied; "suppose we try another." For the next job his price worked out at £80. They were not so quick in showing him their figures for that. Their price had been £67. They tried another. His price was £140. They were still less anxious to show that sheet. Their price was £103. When they asked him to explain the discrepancies, he pointed out that in the first job the bulk of the order had been paper. They had made that customer pay through the nose. It was not a square deal. In the second job, the biggest item was labour. That was not a square deal. The third job was even more glaringly out in the proportions of labour and material. And that was not a square deal. The possibilities were that if the customer of the first order had asked another printer for a price, and particularly if that printer were using the Federation system, the price would have been £6, and not £8, and the confidence of that customer would have been badly shaken, and the first printer would have accused the other of having cut the price.

The Only Remedy.

If such methods of arriving at costs were unsatisfactory, what, asked the lecturer, was the remedy? In his opinion, there was only one remedy—the Federation Costing System. He said he was out for the square deal. He wanted the print-buying public of this country to have so much confidence in the printing industry that they would be prepared to come to the printer's office, lay down an order on his desk, and say, "Go ahead; I have confidence that when that job is finished the price will be satisfactory." He believed that when the system had received the recognition it deserved, that day would come. In fact, it had already come in some cases. A certain firm, one of the largest consumers of printing and stationery in the North of England, had said to their printers: "We understand your Federation has a costing system. Are you using it?" "No." "Well then, one of the conditions of continuing our work is that you install that system. And when the experts of the Federation can say that the system is working satisfactorily we will accept that certificate, and we will come and discuss with you the proportion of profit that is to be added to the cost, and we are prepared to be generous." What better testimonial to the

value of the Federation Costing System, asked the lecturer, could be wanted than that?

Mr. Williamson proceeded next to explain briefly how the system is applied. They take, he said, from the printer's profit and loss account the expenses of the business—rent, rates, insurance, lighting, heating, water rate, power, departmental sundries (so often forgotten), interest on capital (another item often forgotten), and depreciation of plant. These expenses they term factory expenses. These are allocated on three distinct lines. They are divided among machines or departments in proportion to the amount of floor space occupied. Another item handled on these lines is the workmen's compensation, which is allocated to departments on the basis of wages paid.

Appreciation of Plant.

The last line of allocation is that of plant value. He said he laid special emphasis upon the necessity of securing interest on capital invested. If there ever was a day when that ought to be emphasised it was to-day. He referred to that remarkable phenomenon now occurring—the appreciation of plant value. He cited a case of such appreciation at a Lancashire cotton mill, and remarked also that any printer who had bought second-hand machinery during the last twelve months has had to pay more than what would have bought it new in 1914. It was necessary, therefore, that they should secure on the product passing through their factories not only interest on capital invested in plant, but also an enhanced amount for depreciation. A machine bought ten years ago for £100, and depreciated year by year since then, would be shown to-day on the books as worth, say £12. Probably, however, it could now be sold for £50. He did not advocate, he said, putting that machine down at £50 in costing, but undoubtedly depreciation should be very considerably increased. He anticipated great changes in the machinery world within the next few years, and unless firms had set apart funds whereby purchases could be made, they would find themselves in a very serious position.

Another department, he said, which was overlooked very often, was the paper store or paper warehouse. One frequently heard the term "handling charges." Of all the terms used in the costing system that term had been more misunderstood than any other. He was frequently asked whether 15 per cent. was not too much for handling. He had to point out the floor space occupied by stock, the need for interest on the capital invested, rent, lighting, heating, the time of the principal or the paper buyer in buying. All these were included in that 15 per cent. Then there was a proportion of expenses left; those must go into the overhead expenses.

Administration and Spoilage.

The factory expenses, he repeated, had to be allocated on the three lines indicated. There remained certain administrative expenses such as salary for the proprietor and/or

his manager, the clerical salaries, the travellers' salaries, postage, and the printer's own stationery and advertising. He asked how many firms in that room gave out a job note for their own printing and stationery. Every firm, he said, ought to send its own printing and stationery through the house in the ordinary way of a job, and charge it up to an account. Another item often overlooked was spoilage. "Oh!" said one printer a few months ago, "we have no spoilage here." A little later Mr. Williamson asked for scrap paper. He noticed there was printing on the other side. On his pointing it out they admitted "Yes, we did spoil that the other day." In another office a short time ago he was told that they had just discovered two reams of oblong double medium Whatman, which had been put away underneath a bench. On investigation it proved to have been buried there 10 years! They found out that the storekeeper of that day had given out double quantity, and it had been ruled up and was worthless.

The spoilage item, he said, included the jobs that they knew about and the jobs that they did not know about. He ventured to say that there were very few offices that did not run into an item of £10 a year. He had had a case the other day when he was given an item of £500, and he thought that was about right.

Thus they found the expenses for the departments. The composing-room costs came to so much for the year. They divided that by 50, added to it the actual wages paid the particular week, and thus got the department weekly cost. Every compositor, he said, occupying floor space in the composing-room was costing 22s. a week for departmental expenses. If they added the wages paid to the man, they got the departmental cost of that man. On this they must recover the overhead, administrative and selling expenses incurred, and the average was found to work out at somewhere about that magical figure 33½ per cent. Therefore, if they took the wages paid and the departmental expenses and added that 33½ per cent., they got the cost of production in the composing-room. But they were not going to find the cost of production quite so easily as all that.

A man had said the other day, "I am using the hourly rates of the district; why should I put the costing system in?" Mr. Williamson asked him to leave that question until the expenses had been worked out, and the answer would be found. He had been charging 4s. for composing and had considered it excessive. When the costs had been worked out, the composing-room figure stood at 4s. 4d. Thus with every hour's composition he had been giving away 4d.

Every other department had to be treated in the same way—adding to the departmental expenses the actual wages paid, and placing whatever percentage might be necessary to recover the overhead expenses. They had there not only a simple system, but a scientific system.

Some of them, said the lecturer, might be

asking, "How is it done?" He must answer that it was necessary to use some means of time-recording. Many of them were using dockets, perhaps, or a job cost sheet that travelled round the establishment, but without some means of checking the day's work with the time charged out, they would not know where they were.

Chargeable Costs.

He went on to tell of a man he had seen at the Blackpool Costing Congress buttonholing printer after printer, asking what was meant by "chargeable costs." Having found out, this man had gone back to his office and got out some of the job cost sheets that went round with the job. He took two months of them, and laboriously reckoned up the time charged. He found out that out of the 48 hours for which he had paid, only 24 hours, over these two months, had been charged to customers. Some method of time recording, therefore, was an absolute necessity. A man who had worked nine hours should show how that time had been allocated, either to customers, or to the house as non-chargeable time. On the chargeable side, such a rate must be put as would recover the non-chargeable. His experience was that in an ordinary jobbing office, out of the 48 hours paid for, 32 were chargeable, and out of these 32 they had to recover the cost of the other 16. Having proved in one's own business by means of the system that the chargeable time was a certain figure, they could go ahead with confidence. He contended that unless they had a means whereby they could draw together the expenses of the business, allocate them on certain definite lines, get the proof that this allocation was correct, and also get proof that the figures they were using were honest figures, such as could be definitely proved—there could not be any confidence in charging for a job. He told of a case where a printer, who was using the costing system, received a complaint from a customer, and was able to show at once just how the price charged was arrived at, and that a profit of only 10 per cent. had been added. The outcome was that the customer was not only satisfied with the explanation, but called the printer a fool for working for so small a profit. That was a man convinced, said the lecturer, and a convinced man was going to remain a customer. He defied any printer in that room to present to a customer a job cost sheet, unless it was worked out on the lines he had indicated. How could they possibly explain an arbitrary 50 per cent. added somewhere?

He said he was able to point with pride to a number of firms who had accepted his assistance and had been able to show a very considerable increase in commercial prosperity. This had not been done at the expense of the public. The use of a flat percentage was bound to operate unfairly. It meant that if they lost on one job, they had to make up for it on another; and the customer on whom they lost might be the man most willing to pay the price. He mentioned that when he was lecturing to the students at a certain technical college, the chairman of the

meeting, a builder in a large way, told the meeting that as a business man he knew that no business could be conducted unless at a profit, and said he welcomed such a system as had been indicated. He was prepared to pay the profit when he knew that the price was honest.

The Securing of Confidence All Round.

If they were to secure to the printing trade, said Mr. Williamson, the confidence of the public, it would have to be on the lines he had advocated, namely, by the use of figures that could be demonstrated when called into question; moreover, only on these lines could confidence be restored between printer and printer as individuals. He had heard of a case of a wholesale draper in a large manufacturing town, who said that whenever he wanted printing done, he looked at the job and fixed his own price; and he said his order was never placed with a printer until he found the man who would take it at his price. He first went to Jones. Jones felt the paper, held it up to the light, and gave him a price. Then he went to Brown and said, "I have just been to Jones, and he has given me such-and-such a price." There might be another examination of the paper, or there might not; and the price would probably be so much less than Jones's price. Thus he would go round to half-a-dozen printers or more in the course of the morning, and by lunch time he would have placed the order at the figure he had fixed.

The lecturer concluded by expressing the hope that the day of such things was past. He was laying bare, he said, what he knew to be true, and he wanted them to take it just as he was giving it—with the desire to elevate their industry into the position which he hoped it would very soon secure. They loved their industry; they considered it the finest industry in the world. Without this industry civilisation would come to an end. Therefore it behoved them all to adopt such means as would place it in the high position which it deserved.

The lecture was followed by an interesting discussion, the report of which, owing to pressure of space, is held over to our next issue.

Wages in the Paper Trade.

Members of the Bury branch of the National Union of Printing and Paper Workers express themselves as dissatisfied with the present wages agreement and the incidence of Sunday labour. They have resolved, therefore, that, in view of the 30 per cent. increase in the cost of living since the last agreement became operative, the officials be recommended to apply for a 50 per cent. increase on the present minimum rates.

The agreement now in force was dated July 29th last, and was to remain operative for twelve months.

Mr. T. E. Naylor Declines O.B.E.

Regards it as "Out-of-date Distinction."

Mr. T. E. Naylor, chairman of the London Labour Party and secretary of the London Society of Compositors, has made the following reply to a proposal to appoint him an Officer of the Order of the British Empire.

"The kind offer of the Prime Minister to submit my name to the King for appointment as an Officer of the British Empire is greatly appreciated. Such recognition of what little work I was able to do during the war is a compliment which I shall always remember with pleasure. It is not my desire, however, to receive the decoration, feeling, as I do, that distinctions of this kind are out of date in a democratic age, and carry with them political and social obligations for which I am unable to assume responsibility. In the circumstances I beg to be excused from acceptance of the honour proposed."

NORWICH

Printers and Technical Education.

"That this meeting, representative of the Printing and Allied Trades urges the necessity for technical education in the Printing Craft in Norwich and district, and desires to bring before the education Authority of Norwich this resolution and requests that it be given their sympathetic consideration."

The above resolution was adopted by a large and enthusiastic gathering of Norwich printers on January 22nd, when Mr. J. R. Riddell, Principal of St. Bride Printing School, addressed them on the need for a technical training suited to modern requirements. The address was followed closely by the large audience. Many interesting points were raised on the completion of the address by those present, indicating that more than a passing interest was taken in a matter necessary to the progress and development of the printing business in Norwich and district.

Mr. W. T. Jarrod made an excellent chairman, and was supported by a number of prominent local printers and educationists in the district.

It is to be hoped that public opinion will assist the printers in Norwich to obtain the educational facilities which are required to maintain the best traditions of the craft in their ancient city.

THE Greek Legation in London has issued a warning concerning the validity of a number of stolen Greek bank notes. They are from a case containing 200,000 notes of 2 drachmas, designed and printed for the Greek Treasury by Messrs. Bradbury, Wilkinson, Ltd., Faringdon-road, E.C., which case was, on January 13th, broken open at the Royal Albert Docks and a large number of the notes stolen.

Personal.

Mr. E. A. DAWE, at the monthly meeting of the Printers' Managers and Overseers Association, at the "Old Bell," London, on Tuesday night, gave a very interesting address on "Printers' Paper Troubles; or Paper Maladies and Obstacles Avoided." A full report will appear in our next issue.

Mr. W. H. GILL was elected Financial Secretary in succession to Mr. Whittle.

At the annual general meeting of the Printing, Bookbinding and Kindred Trades' Overseers Association, held on Tuesday evening, Mr. A. J. Daines was unanimously re-elected president for the ensuing year, and Mr. Geo. A. Eden, general secretary.

SIR GEO. TOULMIN (*Lancashire Daily Post*), Preston, chairman of the Press Association, presided on Tuesday night at the jubilee celebration of the Press Association at the Savoy Hotel. Congratulatory messages were received from the King, the Prime Minister, and others.

MR. MEREDITH WHITTAKER proposed the toast of "The London Press," and Viscount Burnham responded.

Mr. W. D. NOTT, who is retiring from the advertising staff of the *Daily Sketch* after association with it since its first publication, was honoured on Thursday last by the advertising staff of the *Daily Sketch* and allied papers, together with leading London advertising agents, who gathered at the Savoy Hotel by invitation of Sir Edward Hulton, Bart.

M. PICHON, editor of the *Petit Journal*, and former Minister for Foreign Affairs, has been elected President of the Paris Press Syndicate.

Mr. RUPERT BECKETT has been appointed by the directors of the *Yorkshire Post*, chairman of the company in succession to Lord Faber, who has resigned after being chairman for 30 years.

CAPTAIN F. W. WILSON, Special Reserve Coldstream Guards, has accepted the post of news editor of *The Sunday Times*, in succession to Mr. H. E. Lawton, the new editor of the *Daily Graphic*.

Mr. W. E. WINKLEY, well known in paper and board circles in London prior to the war, has recently been demobilised after five years' service, including three years in France. He has joined the selling staff of Mr. John E. Moss, paper agent, of 22, Ivy-lane, Newgate-street, E.C.4.

Trade Notes.

MESSRS. P. DAVIS AND SONS, of Maritzberg, have disposed of their Vryheid business to Mr. Matthew Welsh, of Vryheid.

THE death took place, last week, of Mr. Charles Ramsey, a well-known Glasgow journalist, formerly with *The Glasgow Citizen*. He was for many years a prominent member of the Institute of Journalists.

JOHN DICKINSON AND CO., LTD.—Upon the retirement of Mr. Lewis Evans, the vice-chairman, Mr. Henry Godfrey has been appointed chairman of the company, and Mr. H. A. Vernet has joined the board of directors.

"SALAMMO," by Gustave Flaubert, and "The Lady with the Camelias," by Alex. Dumas, will be published shortly by Greening and Co. in paper covers. The very attractive cover designs in three colours are by well-known artists.

THE publishers of *The India Rubber Journal* and the *Waste Trade World* announce that owing to a disastrous fire occurring at their printers on publishing day, no issues of these journals were made at the week-end. Publication in each case will be resumed this week.

AT the funeral, last Thursday, of Alderman J. Brown, printer and stationer, ex-Mayor of Hull, and one of the oldest members of the Corporation, a very large and influential gathering of people bore testimony to the respect in which deceased was held. The Hull Master Printers' Association was represented by the president, Mr. Drysdale.

MEMBERS of the editorial and other departments of the *Manchester Guardian* were entertained on Saturday evening by the proprietors at supper in Parker's Restaurant, St. Ann's square, Manchester, on the occasion of the retirement of Mr. W. A. Shovelton after 44 years' service on the staff. The editor, who presided, made a presentation to Mr. Shovelton on behalf of his present and past colleagues on the paper.

A LECTURE on "The History and Methods of Etching and Engraving" was given at Swansea Art Gallery on Thursday by Mr. W. Grant Murray, A.R.C.A. (London). Mr. Murray gave a resume of the history and the methods of etching and engraving, and demonstrated methods, including the cutting of wood blocks, leading up to the printing of colour prints in the Japanese manner; and so on to engraving proper, including line, mezzotint, stipple, dry point, and the various methods of etching, including line, aquatint, sand-grain, and soft ground.

WHAT A JUMP!—We were shown the other day some prices of browns, etc., ruling in July, 1906. They related to shipments to Cork, and were subject to 5 per cent. discount. No 3 brown paper realised 7s., No. 4 brown paper 5s. 6d., No. 2½ brown bags 8s. 6d., No. 2½ blue blocks 8s., and purple rose £6 17s. 6d. To-day the respective prices, per ton,

would be about £31, £29, £37 to £40, £40 and £40 10s. Mills worked on a small margin of profit, averaging in most cases 13s. 3d. per ton.

MR. GEORGE LEACH, a well-known journalist and a member of the staff of the *Manchester Guardian*, died in Dublin on Tuesday of pneumonia.

THE death has occurred somewhat suddenly of Mr. R. A. Hay, head of the business of Messrs. R. A. and J. Hay, stationers, George-street, Perth. Mr. Hay was 70 years of age.

TO MR. J. R. RIDDELL, the able director of the St. Bride Foundation Printing School, is attributed the following aphorism: "Simplicity invariably stands for good taste, and, believe me, if you make your work beautifully simple, it will then be simply beautiful."

STATISTICS show that in the printing, lithography, etc., trades of Holland, out of an insured trade union membership of 9,246, 1·1 per cent. were unemployed in August, 1919, as against 0·8 per cent. in August, 1918. The average days lost per week per member unemployed were 5·9 and 5·7 respectively.

A SERIES of presentations have been made at the Bedminster works of Messrs. E. S. and A. Robinsons, Ltd., Bristol. Messrs. W. Glendinning, W. Dowling, J. Tucker and A. Wildgoose have retired after 44, 47, 44 and 38 years' service with the firm, and to the two former were given an easy chair and walking stick and to the latter an easy chair, pipe, pouch and tobacco.

THE Longest Unsuccessful Candidates' Committee is appealing for Printers' Pension Corporation votes for the following five candidates whom this Committee is helping to obtain pensions in that Corporation—to which they have voluntarily subscribed during their working days—at the March election: Thomas W. Bourne (compositor), aged 70 (fourth application); Buldinea A. Smith (widow of pressman), aged 62 (third application); Henry C. Winterbourn (machine manager), aged 68 (third application); Helen M. Mead (widow of machine manager), aged 62 (third application); and Florence Duke (widow of compositor), aged 63 (third application).

MESSRS. PETTY AND SONS (LEEDS) LTD., held a big "Festal Night" on Monday for all who take part in the work of the firm. The Leeds Albert Hall was engaged for the occasion, and the entertainment included tea, an enjoyable concert, and afterwards dancing, in connection with which excellent provision was made as regards orchestra and buffet. A well-produced souvenir programme, executed in two colours and with a tasteful wrapper printed in green and gold, includes a Roll of Honour of men from Petty and Sons (Leeds), Ltd., who served in the war. Besides other interesting matter, the brochure contains half-tone portraits of Mr. Wesley Petty, the present chairman and controller of the Leeds firm, and of Mr. Benjamin Petty, now chairman of Petty and Sons (Reading), Ltd.



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THURSDAY, FEBRUARY 5, 1920.

Current Topics.

The Conference on Hours.

FEBRUARY 24th has now been fixed as the date of the conference between the Federation of Master Printers and the Federated Trade Unions to consider the demand for a 44-hour week. It seems clear that the points of any consequence on both sides will find adequate expression, and one has only to believe that both parties are wishful to do what they see to be for the good of the trade as a whole, to be able to rest assured that the printing industry has little to fear from the upshot of events. The question to be decided is whether the time is anything like ripe for a severe cut in hours. That which might benefit all under one set of conditions may be disastrous to all under another. And it cannot be denied that we are living at present in a very abnormal and difficult time, a time of

transition between the old world and the new, when the future is beyond calculation, when values and standards of every kind are in a state of bewildering uncertainty, and the strings of our foreign trade still far from disentangled. It is a time in which drastic decisions should be made only on grounds of the strongest reason or expediency. Therefore it behoves all who take any part in the present dispute to give full and unprejudiced consideration to every aspect of the question at issue, and above all to avoid urging on either side any course of action which is not certain to react to the national prosperity of the printing and allied trades. One thing is certain, and that is that master printers throughout the country have expressed themselves in no uncertain fashion on the question.

* * *

Printing Trades in South Africa.

THERE has just reached us the report—printed as a substantial pamphlet—of the first national conference of the printing and newspaper industry of South Africa. This conference, which opened on November 10th last, is characterised as "the most important industrial event in the history of the South African newspaper and printing industry." It was a joint conference between the representatives of the Federated Master Printers of South Africa and the Newspaper Press Union on the one side, and representatives of the South African Typographical Union on the other. Representatives from all the important centres of the Union and Rhodesia were present. The proceedings, which seem to have been marked by a most amicable spirit throughout, resulted in the signing of a detailed national agreement on wages and other conditions of labour, also in the drawing-up of a constitution of a National Industrial Council of the printing and newspaper industry of South Africa. According to the wages agreement, journeymen's minimum rates for day work range from £6 10s. a week to £8 10s., while for night work they range from £7 3s. to £9 7s. The minimum wages payable to typesetting machine operators are: Day work, £7 3s. to £9 7s. according to grade of town; night work, £7 17s. 6d. to £10 5s. 6d. It was agreed that no claim shall be made by either party for a readjustment of wages unless or until the rise or fall in the cost of living figures discloses an increase or a decrease of 5 per cent. as compared with the figures for July-September quarter 1919. The men's representatives asked for recognition of the principle of the 44-hour week, but in view of the busy state of the trade and the scarcity of

unemployment it was agreed that an immediate reduction to 44 hours was impracticable; an arrangement was, however, arrived at whereby a gradual reduction is agreed.

* * *

The Paper Market.

THE present phase of the paper trade has much in it that reminds us of the market of 1917 and 1918. The strange thing is that February has for the last few years been the one particular month to usher in the most remarkable tendencies in the transformation of paper prices. The first direct influence of war was felt in the paper trade by the commencement of a restrictions policy which came into force February, 1916. In that month the loss of relative value became a fact and the days of big prices began. The Paper Commission was instituted and Control set in with all its influence for good and ill. Just prior to this the Swedish Government had announced its embargo on wood pulp. The accumulative effect of all these happenings was correctly reflected in the panicky state of the market. Then at the commencement of 1917, the news of impending further restrictions, culminating in another drastic cutting down of paper and pulp imports in February, caused prices to soar upward again, and once more February bore the brunt of upheaval. The submarine menace assumed its most sinister aspect, apprentices were called up, and exemptions to men under 31 years of age were withdrawn. In February, 1918, the priority certificate and rationing scheme was in process of formation and a wild scramble for stocks began, which let in the profiteer and marked the commencement of the worst phase of extortionate prices. The armistice saw the decline of this period, and by February, 1919, the downward trend had begun in earnest. It is a sinister commentary on our progress toward peace stability that within a year of that date we should have once more assumed the path of high price and made a place for the profiteer.

* * *

Scarcity of Coated Paper.

THERE appears to be a most acute scarcity of coated papers, particularly in chromos and bright enamels. The warehouses are almost entirely cleared of stock, and inquiry at the mills elicits the fact that orders in the books will occupy the machinery for months ahead. On everyday stock lines one of the biggest mills in the country wants eight weeks for small supplies, while large special makings are not desired at all. Another prominent

coating mill cannot take orders except for delivery some time after June. Meantime the advertising lines are coming forward, and a huge demand for art papers is arising. A month or two ago there were ample stocks to be picked up as low as 10d. per lb. To-day it is difficult to find stock anywhere, and even job lines are asking 1s. per lb. Doubtless some of the more speculative dealers have long since summed up the situation, knowing the certainty of an eventual overwhelming demand for art paper for catalogues and magazines, and have acted accordingly. If this is so, we may look to some amount of exploitation at the appropriate time.

Peterborough Opposes Shorter Hours

A meeting of the Peterborough Association of the Federation of Master Printers was held to consider the attitude towards the request for a 44-hour working week. The secretary reported that the Midland Alliance refused even to consider this reduction, and that the members had pledged themselves to close down rather than to concede it. The local printers associated themselves with this decision, many of the members giving instances of how printing orders had been curtailed or lost to duplicating processes through the high prices which already prevailed, and which would have to be seriously increased if the working week was further reduced by four hours. It was pointed out that the Association met the men to the latter's satisfaction at the last meeting, and the opinion was expressed that the request was not the spontaneous aspiration of the local branches, but was pushed forward by organisers and extremists.

A PRINTING FIRE.—A serious fire occurred last week on the premises of the Smith Printing Co., in Hutton-street, a small turning behind Tudor-street, Blackfriars, and in the heart of the newspaper quarter. Three floors and the roof were partly burnt through. Fortunately as it was the dinner hour only about twenty employees, men and women, were in the building, and they all got out very quickly. The building, which is of four storeys, is about 100 feet long by 30 feet, and is separated from the *Observer* offices and Messrs. Iliffe's premises in Tudor-street by a narrow wall. The fire started on the ground floor, which is largely used as a paper store, worked through in the second floor, which is all machinery, up to the third, where type is kept, and broke through the roof inside a quarter of an hour. It roared up the staircase, and the firemen had a narrow escape when the upper portion collapsed. The damage must run into thousands of pounds.

AN Advertisement is always working.

Commercial Intelligence.

CURRENT SHARE PRICES.

Amalgamated Press, 7½, 7½, Pref., 16s. 3d.; Associated Newspapers, Ord. 7 p.c. Cum., 19s., 19s. 10½d.; J. Dickinson, 30s., 31s. 3d.; *Financial News*, Pref., 15s. 10½d.; *Gentlewoman*, Pref., 3s. 4½d., 3s. 6d.; Ilford, 24s. 4½d., Pref., 17s. 1½d.; *Illustrated London News*, Pref., 13s. 1½d.; International Linotype, 50½, 62½; Lamson Paragon, 21s. 3d., Pref., 15s.; Linotype A Deb., 60½, B Deb., 56½; Edward Lloyd, 16s. 6d.; George Newnes, 15s., 14s. 9d., Pref., 12s. 1½d.; New Pegamoid, 27s. 6d.; C. A. Pearson, Pref., 65s.; Roneo, 49s.; Raphael Tuck, 24s. 6d., 24s., Pref., 72s. 6d.; Wall-paper Manufacturers, 22s. 6d., 22s. 9d., Def., 19s. 9d., 20s. 6d., Pref. 14s. 9d., 14s. 6d.; Waterlow and Sons, Def. 17½; Wiggins, Teape and Co., 1919, f.p., 30s. 6d., 7 p.c. Cum. Pref., f.p., 19s. 6d., 18s., 6d.; Wyman and Sons, Pref., 14s., 14s. 3d.

DIVIDENDS AND REPORTS.

"LIVERPOOL DAILY POST," "LIVERPOOL MERCURY," AND "LIVERPOOL ECHO."—The annual report states that the year has been the most prosperous in the history of the company. The directors have declared on the ordinary shares a final dividend of 1s. 3d. per share and a bonus of 6d. per share. They have, further, out of the year's profits, allocated a sum of £10,000 to form a benevolent fund for the benefit of the employees.

EDWARD LLOYD, LTD.—The directors of Edward Lloyd, Ltd., have declared an interim dividend on the ordinary shares at the rate of 1s. per share, free of tax, in respect of the year 1919, payable January 26th.

NEW COMPANIES.

W. E. BUDD AND CO., LTD.—Registered with a capital of £1,000, in £1 shares (500 10 per cent. pref.), to carry on the business of stationers, manufacturers of typewriter requisites and appliances, office furniture and utensils, etc. Private company. The first directors are W. E. Budd, J. S. Allen, and J. H. Peckford. Registered office, 3, Huggin-lane, Queen Victoria-street, E.C.

SAUNDERS AND CULLINGHAM, LTD.—Registered with a capital of £6,000, in £1 shares, to carry on the business of printers, stationers, etc., and to adopt an agreement with W. H. Saunders and J. Cullingham. Private company. The first directors are W. H. Saunders and J. Cullingham. Registered office, 2 and 3, Burgon-street, E.C.

VICTORS' CO-OPERATIVE ADVERTISING ASSOCIATION, LTD.—Registered with a capital of £26,000, in 22,000 pref. shares of £1 each and 16,000 ordinary shares of 5s. each, to carry on

the business indicated by the title, and to adopt an agreement with G. F. Ephgrave. The first directors are H. H. Hughes, J. S. Carroll, C. V. F. Manning, and E. T. Ellis. Registered office, 26, Charing-cross-road, W.C.3.

BRITISH COMMONWEALTH TRADE PRESS, LTD.—Registered with a capital of £35,000, in 30,000 10 per cent. participating pref. shares of £1 each, and 100,000 ordinary shares of 1s. each, to promote and carry on in all parts of the world propaganda for the extension and advancement of British trade and industry, to continue and carry on the associated interests known as the Imperial Trade Propaganda Association, to enter into an agreement with T. J. V. Feilden, relating to the acquisition of the *Empire Mail and Overseas Trade*, etc. The subscribers are H. J. Feilden and F. R. Hattingly. Private company. The subscribers are to appoint the first directors. Registered office, 212, High Holborn, W.C.

NOBBY'S STORES, LTD.—Registered with a capital of £1,000, in £1 shares, to carry on the business of newsagents, stationers, etc. Private company. The first directors are W. J. Nicel and Mrs. F. M. Nicel. Registered office, Larkhill Camp, Salisbury Plain, Salisbury, Wilts.

PLAYGOER'S NEWSPAPER (FOUNDERS) SYNDICATE, LTD.—Registered with a capital of £3,000, in 2,500 8 per cent. cum. part. pref. shares of £1 each, and 10,000 ordinary shares of 1s. each, to produce and publish an illustrated newspaper for those interested in stage, music and art, and to adopt an agreement with Claire Warden Stevens. The subscribers are B. Hamilton, G. E. Davis and A. O. Warren. Private company. The subscribers are to appoint the first directors.

DIXON AND STELL, LTD.—Registered with a capital of £5,000, in £1 shares, to carry on the business of printers, engravers, publishers, etc. Private company. The first directors are C. C. Dixon, J. Stell, J. A. Dixon and A. Cooper. Registered office: Main-street, Cross Hills, near Keighley.

COSMO PRESS, LTD.—Registered with a capital of £500, in £1 shares, to carry on the business of general printers in all languages in Great Britain and elsewhere, and to enter into an agreement with W. H. Henry and J. Casanova. Private company. The first directors are: W. H. Henry and J. Casanova. Registered office: 172, Lancaster-road, Enfield.

FINE ARTS PUBLISHING CO., LTD.—Registered with a capital of £10,000, in 10s. shares, to carry on the business of art publishers, etc., and to adopt an agreement with a company of the same name (incorporated in 1902), and its liquidator. The subscribers are H. Bendixson and W. H. Parminster. Private company. Governing directors: H. Bendixson and C. H. Letts. Registered office: 15, Green-street, Leicester-square, W.

INDUSTRIAL TRADING CO., LTD.—Registered with a capital of £60,000, in £1 shares, to

carry on the business of general merchants, etc., advertising agents, printers, publishers, etc. The subscribers are M. H. Sheard and E. J. Moyle. Private company. The subscribers are to appoint the first directors. Registered office: 614, Bank Chambers, High Holborn, W.C.

G. F. H., LTD.—Registered with a capital of £15,000, in £1 shares, to carry on the business of publishers, printers, librarians, dealers in books, papers, magazines, etc. Private company. The first directors are C. E. Hughes and H. P. Shapland. Registered office: 63, Lincoln's Inn fields, W.C.

COLUSCO, LTD.—Registered with a capital of £2,000, in 5s. shares, to carry on the business of manufacturers, merchants, agents, publishers, printers, stationers, etc. Private company. The first directors are P. A. Percy, S. A. Belasco and A. A. Ross. Registered office: Wardrobe Chambers, 146a, Queen Victoria-street, E.C.

ERNEST STUTTARD, LTD.—Registered with a capital of £5,000, in £1 shares, to carry on the business of printers, publishers, bookbinders, etc. Private company. The first directors are E. Stuttard, L. E. Myers, H. Riley and W. D. Casson. Registered office: Market Hall, Burnley.

TECHNICAL REVIEW, LTD. — Registered with a capital of £2,500, in £1 shares, to carry on the business of proprietors and publishers of newspapers, reviews and periodicals, etc. Private company. First directors—E. Hudson, Major W. E. Simmet, H. Pratt. Registered office, 20, Tavistock street, Covent-garden, W.C.

TECHNICAL INTELLIGENCE SERVICE, LTD.—Registered with a capital of £1,000, in £1 shares, to carry on the business of a news and intelligence agency, etc. Private company. The first directors are E. Hudson, Major W. E. Simmet, and H. Pratt. Registered office, 20, Tavistock street, Covent-garden, W.C.

SONGS AND LAUGHS RECORD CO., LTD.—Registered with a capital of £1,000, in 500 preference shares of £1 each and 1,000 ordinary shares of 10s. each, to carry on the business of gramophone recording engineers, music and general printers and publishers, etc. The subscribers are E. J. Smith and Mrs. M. C. C. Smith. Private company. The first directors are E. J. Smith and Mrs. M. C. C. Smith. Registered office, 63, Farringdon-road, E.C.

COMPANY MORTGAGES AND CHARGES.

Fresh Obligations registered pursuant to Section 10 of the Companies Act, 1907, and Satisfaction registered pursuant to Section 16 of the Companies Act, 1900. (The registration of Satisfaction is not compulsory.)

LONIT LOOSE-LEAF CO., LTD.—Debentures for £8,000, registered December 24th, 1919, charged on the company's undertaking and property, present and future, including uncalled capital.

S. W. PARTRIDGE AND CO., LTD. — Satisfaction registered December 11th, 1919, of charge for £4,500, registered February, 1912.

PERKINS, BACON AND CO., LTD.—Particulars filed December 24th, 1919, of £4,000 debentures, charged on the company's undertaking and property, present and future, including uncalled capital, amount of present issue being £2,500.

PERKINS, BACON AND CO., LTD.—Satisfaction registered December 24th, 1919, of charge for £7,000, amounts registered February 12th, 16th and 28th, 1906, March 30th, 1906, and May 25th, 1912.

WM. MAY AND CO., LTD.—Debentures for £4,000, secured by trust deed, dated December 4th, 1919, charged on printing works, offices, etc., at 45, High-street, Aldershot, certain machinery and plant, a debt of £1,000, and the company's undertaking and property, present and future, including uncalled capital.

WM. MAY AND CO., LTD. — Satisfaction registered December 23rd, 1919, of charge for £2,000, registered November 30th, 1909.

CHARLES BEVAN, LTD.—Satisfactions registered December 22nd, 1919, of charges for (a) £400 registered October 15th, 1912, and (b) £400 registered March 14th, 1913.

"OXFORD TIMES" CO., LTD.—Satisfaction registered December 23rd, 1919, of all moneys due under charge registered October 27th, 1919.

"OXFORD TIMES" CO., LTD. — Deposit on October 27th, 1919, of deeds of freehold premises, 38, Queen-street, Oxford, to secure all moneys due or to become due from company to Barclay's Bank.

STRAND PUBLISHING CO. (LIVERPOOL), LTD.—Debenture for £350, registered October 22nd, 1919, charged on the company's undertaking and property, present and future, including uncalled capital. Holders, John Kealey and Sons, Ltd., 2, Johnson's court, Fleet-street, E.C.

FIELD PRESS, LTD.—Particulars filed October 18th, 1919, of £5,000 2nd debentures charged on the company's undertaking and property, present and future, including uncalled capital (subject to trust deed dated July 31st, 1919), amount of present issue being £5,000.

MR. ANDREW MILNE, who has represented Messrs. Edward Lloyd, Ltd., in Australia during the last 25 years, is now in London.

EMPLOYMENT IN THE PAPER TRADE.—In the paper trade employment continues good, and a shortage of skilled labour is reported in some instances. According to the information received from employers furnishing returns, the number of workpeople employed for the week ended December 20th was 13,923, an increase of 0.4 compared with a month before and an increase of 35.6 per cent. compared with a year ago. The earnings were £37,914, an increase of 2.9 and 9.53 per cent. respectively.

Huddersfield Master Printers.

The Second Annual Dinner.

Probably the most interesting event in the history of the Huddersfield printing world took place on Wednesday, January 28th, when the members of the Huddersfield and District Master Printers' Association and numerous guests assembled at the Queen's Hotel, Huddersfield, for their second annual dinner. The function was presided over by Mr. J. A. Netherwood (president of the association), and amongst the many guests were Mr. Alfred F. Blades (president of the United Kingdom Federation), Mr. E. W. Humphreys (president of the Yorkshire Alliance), Mr. Harry Cooke (president of the Leeds Federation), Mr. H. Mortimer and Mr. J. S. Newsome (presidents of the Halifax and Dewsbury Associations respectively), Mr. H. J. Gledhill (representing the Bradford M.P.A.), Mr. E. Womersley and Mr. C. Field, of Halifax, and Mr. J. H. King (secretary of the Yorkshire Alliance).

After the loyal toast of "The King," the President made a few introductory remarks, welcoming the guests and expressing gratification at seeing so many present.

The toast of "The United Kingdom Federation of Master Printers" was proposed by Mr. George Dyson (ex-president of the Huddersfield Association) in a bright, brief, but adequate speech, adding that he was glad to see the "High Priests" of the craft as their guests.

Mr. Blades responded, and after expressing pleasure at being able to take part in the function, he emphasised the great need for unity and strong support being given to the federation. He also referred to the application for a 44 hours working week, and the necessity for resisting that, both in the interests of the employers and the men themselves. Until it was universally adopted, no argument could be forthcoming to show why the "handmaiden" of all trades should be the first in the field with the suggested inauguration.

In proposing the toast of "The Yorkshire Alliance," Mr. W. Halstead expressed particular pleasure in doing so because when the Alliances were first proposed or suggested, he was a sceptic in regard to their formation, but after attending a few of the Yorkshire Alliance meetings he was converted, and had not the slightest hesitancy in saying that he now realised that the Alliance was rendering valuable assistance to the printing trade generally.

The toast was responded to by Mr. E. W. Humphreys (president of the Yorkshire Alliance), who associated himself with the sentiments expressed by Mr. Halstead so far as the work of the Alliance was concerned and its value to the members of the printing trade. Also he referred to the valuable work of Mr. Blades, Mr. Harry Cooke and Mr. Arnold on the Federation and in connection with the negotiations of the Joint Labour Committee. They had a vast amount of work to do, and

they had done it well. In regard to agreements that had been made, although in a lot of instances the masters appeared to have given more than they really ought to have done, yet he felt that the arrangements made had worked out satisfactorily. He concluded by complimenting the Huddersfield Association on the splendid arrangements they had made for their annual gathering, the musical part of the programme including some first rate talent.

The toast of "The Guests" was proposed by Mr. A. L. Woodhead, J.P., who coupled with it the name of Mr. Harry Cooke, of Leeds.

In responding, Mr. Cooke said he did not feel so much a guest as "one of them," because formerly the Huddersfield members were members of the Leeds Association, and there were quite a number of people present whom he recognised as formerly attending their meetings. He referred to the 44-hours question and also to the concessions which had been granted to the men during the last twelve or eighteen months. He did not see how it was possible to get the same production in 44 hours as they had been getting in 48, any more than they had got more production out of 48 than they had previously got out of the 52-hour week. He concluded by thanking the Huddersfield Association on behalf of the many guests for their hospitality.

The toast of "The Huddersfield Association" was proposed by Mr. H. J. Gledhill, of Bradford, who referred to a time in the early days of its formation when he gave an address to the members on costing. From the appearance of those present what he had told them had been successful, and from the fact that since that time Huddersfield had been able to buy their own city "lock, stock and barrel," it spoke very well for the advantages of the costing system. If the printers had not done it all, their trade would certainly have contributed its share towards that purchase. He thought that as a rule printers lacked salesmanship. There were many men who got orders by undercutting prices. What was wanted was improvement in the quality of the work, and instead of under-cutting the price to get a better one for it and to show that a job could be turned out in accordance with the improved price.

Mr. J. W. Roberts (vice-president of the Huddersfield Association) responded, and pointed out the necessity for members having confidence in, and assisting, each other. They had a great gathering, but there were still firms outside the Association and they ought to be prevailed upon to join.

In proposing the toast of "Our President," Mr. L. Graham said he felt sure that they had for the coming year the right man in the right place, and he reminded the members that that date happened to be the president's birthday, and in addition to toasting his health he asked the members to wish him "many happy returns."

The President responded, and after thanking the proposer for his kind remarks, added that he hoped to devote his efforts during the

coming year to getting unanimity amongst the employers and endeavouring to make those who were outside join the Association.

A delightful musical programme was gone through, to which the following contributed:—Madame Elsie Stringer (soprano), Mr. K. Wrigley (baritone), Mr. C. Kippax (tenor), and Mr. H. T. Evans (humourist). Mr. George Inman, a member of the Huddersfield Association was the accompanist at the piano.

The toast of "The Secretary" was proposed by Mr. Hanson, who was supported by Mr. Parkin and the president, and Mr. Hartley's response concluded what was voted by all a most enjoyable gathering.

BRADFORD

Master Printers' Association.

Annual Meeting and Dinner.

The annual meeting and dinner of the Bradford Master Printers' Association was held on Thursday, at the Market Tavern, Bradford.

Mr. E. W. Humphries, President of the Association, took the chair, and Mr. A. F. Blades (London) President of the Federation of Master Printers, Mr. E. G. Arnold (Leeds), Mr. P. Hartley (Huddersfield) and Mr. J. H. King (secretary of the Yorkshire Alliance) were present as guests, and, responding to the toast of "The Visitors," spoke generally on the position of the printing industry, the question of working hours and the recent rapid developments in the formation of district alliances and master printers' associations.

The usual business of an annual meeting followed.

Mr. E. W. Humphries, who has been president of the Bradford Master Printers' Association for some years, having resigned that office, Mr. Edgar M. Field was unanimously elected president for the forthcoming year, Mr. H. C. Derwent and Mr. H. H. Tetley, vice-presidents, and Mr. Henry Gaskarth, treasurer, with a strong executive.

The Treasurer's statement showed a satisfactory position of affairs, and reports were given by the Chairmen of Sub-Committees and the proceedings closed with the usual votes of thanks, including a unanimous expression of appreciation of the services of the retiring president.

NEWSPAPER CLERKS' WAGES.—At a mass meeting of members of the London Press Branch of the National Union of Clerks, held last Thursday, to consider the result of negotiations with the Newspaper Proprietors' Association, Mr. H. H. Elvin, General Secretary of the Union, said that practically the whole of the scale asked for had been conceded, ranging from 25s. at 16 to 75s. at 21 years and over for male clerks, and from 25s. to 65s. for women.

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The Profiteering Act.

Government Pronouncement as to Stationery.

The Stationers' Association is circularising its members stating that so much trouble and injustice have been caused by the contradictory decisions of various local tribunals—and particularly by the suggestions of illegality of fixed prices—that it has been deemed necessary to obtain some definite pronouncement from the Government authorities.

The Association has been called upon to express its views and to give help in many cases that have come before local committees, and it is gratifying to note that the advice and opinions then given, are now fully supported by the Board of Trade—

Firstly, the authorities state their opinion that "stationery is not within the class of articles covered by the Profiteering Act."

Secondly, that "in all cases goods may be sold at present market prices, irrespective of original cost."

Messrs. J. Cropper and Co., Ltd.

Picketing outside the premises of Messrs. James Cropper and Co., Ltd., in Southwark-street, led to a charge of insulting behaviour at the Tower-bridge Police Court against Emily Hayes, described as a trade union delegate, who was bound over to keep the peace for the next twelve months in the sum of £10.

It was stated that the following words had been used as employees were leaving their work: "I have known the time when foremen and workmen had to run for their lives from the pickets, and that's the way to win. You pickets are too quiet. People working here think you are out for a holiday. You want to rouse them up and let them know you are on strike."

The incident which gave rise to the charge, however, is not dignified with the description of "a strike" by the firm. The trouble concerned some of the young girls, and arose out of an effort to obtain union recognition. In view, however, of the size of Messrs. Cropper's business, and the fact that some eight or nine unions are represented in the factory, it was not possible to do this, since it might follow that a small dispute elsewhere might disorganise the whole of the firm's work. The skilled workers took no part in the matter, and only about 130 girls out of 600 workers left work. More than half of these returned on the firm giving them a specified time in which to do so, and the other vacancies were filled by old hands.

An Advertisement is always working.

New British Patents.

Applications for Patents.

- Alexander, J. Typewriters. 1,958.
 Avery, W. J., and Martin, F. R. Machine for cutting, perforating or impressing creasing lines in paper, cardboard, leather, etc. 2,206.
 Chipperfield, W., and Roneo, Ltd. Type-printing, etc., machines. 1,646.
 Fairweather, W. C. (Underwood Typewriter Co.). Typewriting machines. 2,013.
 Harden, N. T. Writing pens. 1,358.
 Hyslop, T. B. Printing, and inks, etc., for use therein. 1,762.
 Jackson, W. J. Mellersh-. (National Binding Machine Co.) Moistening devices for machines for feeding, moistening, and cutting lengths of gummed tape, etc. 1,397.
 James, R. W. (Remington Typewriter Co.). Typewriting machines. 1,985, 1,986.
 Norwood, T. A. Device to prevent pencils, fountain pens, etc., falling out of pocket. 931.
 Oram, S. Envelopes, etc. 1,294.
 Pitts, S. T. Typewriters or writing machines, and production of matrices therefrom. 2,300.
 Pletts, W. U. Fountain pens. 1,527.
 Ramage, J. P. Envelope-making machines. 1,073.
 Roneo, Ltd. Duplicating, etc., machines. 1,647.
 Smith, G. R. Knocker up for printing machines. 1,579.
 Spicer Bros., and Wycherley, S. R. Loose-leaf binders. 1,857, 1,858, 1,859.
 Terry, A. V., and Terry and Sons, H. Devices for perforating paper, etc. 1,053.
 Wilkins, W. T. Blotting paper holder. 2,124.

Specifications Published, 1918.

- Hadfield, G. H., and Bawtree, A. E. Apparatus for coating with a fluid the interior surfaces of cardboard tubes during their manufacture. 137,556.
 Harris, T. R. Process for coating metal upon metal or other conductive flat surfaces for electrotyping for printing work and other like purposes, specially applicable to sound-reproducing records and the like. 137,695.
 Mason, A. T. Books. 137,728.
 Monk, S. G. Perpetual calendars. 137,739.

COMPLETE SPECIFICATIONS OPEN TO PUBLIC INSPECTION BEFORE ACCEPTANCE.

1920.

- Gourland Typewriter Corporation. Paper-feeding mechanism. 137,818.
 Gourland Typewriter Corporation. Paper tables. 137,819.
 Berneburg, E. Typewriters. 137,830.

Last Month's Government Contracts.

Gazette.

H.M. Stationery Office.

PRINTING, RULING, OR BINDING.

76,125 Posters.—J. Weiner, Ltd., Acton.
5,000 Books.—Griffith and Sons, Ltd., London, S.E.

7,750 Books; 3,000 Covers; 1,000 Cash Receipt Books; File Covers.—Waterlow and Sons, Ltd., London, E.C.

50,000 Books.—Wyman and Sons, Ltd., Reading.

6,000,000 Forms.—J. Worrall, Ltd., Oldham.
500,000 Forms.—H. Howarth and Co., Ltd., Manchester.

66,000 File Covers; 19,250 Books.—McCordquodale and Co., Ltd., Newton-le-Willows.

2,500 Books.—Wilmott and Sons, Ltd., London, E.C.

650 Books.—Swiss and Co., Devonport.

150 Wallets.—J. and B. Green and Co., Ltd., London, N.

6,000 Books.—Wm. Collins and Sons, Ltd., London, E.C.

600 Guard Books.—J. Truscott and Sons, Ltd., Tonbridge.

10,000 Books; 1,000 Portfolios.—J. Adams, London, E.C.

1,600 Collectors' Cash Books.—Tee, Whiten and J. Mead, Ltd., London, S.E.

60,000 Books of Forms.—F. Duffield and Sons, Manchester.

Certificates.—Eyre and Spottiswoode, Dals-ton.

Posters.—Grosvenor Press, Ltd., Penge.

1,000 Pilot Books.—Woolnough and Sons, Ltd., London, N.

CONTRACTS.

Litho Printing, Scotland (Group 26).—McFarlane and Erskine, Edinburgh.

Cartage.—J. Allen, Ltd., London, E.C.

Ink.—H. C. Stephens, London, E.C.

Government Advertising.—S. H. Benson, Ltd., London, W.C.; Dorland Agency, Ltd., London, S.W.; Mather and Crowther, Ltd., London, E.C.; C. Mitchell and Co., Ltd., London, E.C.

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H. W. Caslon and Co., London, E.C.

MR. THOMAS SHAW ROGERSON, a well-known Newcastle printer, died last week. Deceased, who was over 60 years of age, served his apprenticeship to the printing trade with Messrs. R. Robinson and Co., Newcastle, and eventually rose to be manager of that firm. Subsequently he spent fifteen years with Messrs. R. Ward and Sons, printers, Newcastle, for whom he also held the post of manager.

A WORD OF CAUTION.

[In giving the official Gazette information, it must be distinctly understood that we take official records as we find them, and accept no responsibility for inaccuracies, while, as an almost invariable rule, the facts will be found correct. We advise our readers, before forming hasty judgment, to consider that there may be in each case satisfactory explanation which does not appear on the records.—Ed.]

ENGLAND AND WALES.

THE BANKRUPTCY ACT, 1914.

RECEIVING ORDER.

Nicholas, G. R., 21, Cousin-lane, London, E.C.4, stationer. Date of order, January 21st, 1920, made on debtor's petition. First meeting of creditors, February 9th, 12 noon, and public examination of debtor, March 12th, 11 a.m., both at Bankruptcy-buildings, Carey-street, London, W.C.2. Adjudication: Date of order, January 27th, 1920; date of filing petition, January 21st.

APPLICATION FOR DEBTOR'S DISCHARGE.

Taylor, Frank, 207, Moseley-road, and 10, St. Paul's-road, Birmingham, printer. To be heard March 11th, 11 a.m., at Court House, Corporation-street, Birmingham.

NOTICE OF RELEASE OF TRUSTEE.

King, Demiah, residing at 134, Northam-road, carrying on business there and at 166, Northam-road, Southampton, newsgent and stationer. Trustee, A. Granville White, chartered accountant, 14, Old Jewry-chambers, London, E.C.2. Released, January 14th.

NOTICE OF INTENDED DIVIDEND.

Lake, A. B. Rydal, Leasowe-road, Wallasey, Chester, journalist. Claims by February 14th to E. D. Symond, official receiver.

THE *Durham Chronicle* has just celebrated its centenary.



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Abbey Paper Mills, Holywell.

Profit Sharing Scheme for Employees.

Recently the employees of Abbey Paper Mills, Holywell, were entertained to an excellent dinner by their employers, Messrs. Grosvenor, Chater and Co., Ltd. Mr. L. G. Chater (chairman of the firm) presided, and was supported by Mr. Petrie (manager.)

Mr. CHATER said that it afforded him much pleasure to be with them that night and to assist in re-organising these annual social gatherings which had, perforce, been discontinued for the past four years. It enabled him to give a personal welcome back to the men who had fought for them, and to thank them for their loyal service to King and country. He felt grateful to see them back again. There were two who had not returned; they had paid the sacrifice. One of their number had distinguished himself by winning the M.M. for bravery on the field, viz., Joseph Thomas. In the army they had worked together and true comradeship prevailed. They had also been pulling and working together in the spirit of comradeship at Abbey Paper Mills, which was most important for the success of any firm. In order to promote this spirit they had worked out a scheme for sharing the profits of the mill with the workpeople in addition to their minimum wage and bonus. The idea was to provide an extra incentive to foster the spirit of true comradeship. They had had lean years, and had been disappointed. They had not, however, been discouraged, and he (the chairman) wanted the workpeople to possess the same spirit. If their profits were large, the workpeople's share would be large also; but if they were small then their share would be small too. It was for them all to make them as large as possible. In conclusion, the chairman said he was charged with a message of goodwill from his co-directors, Capt. Chater and Mr. Rutt, who joined in wishing them a pleasant evening.

Mr. PETRIE submitted the toast of "Messrs. Grosvenor, Chater and Co., Ltd., and success

to the paper trade." He was sure they all rejoiced to have Mr. Chater with them that evening. Early in March last when the fighting men began to come home they were put on to an 8-hour shift, probably the first mill in the trade to do so. Mr. Chater had given them that night a further evidence of the firm's generosity and sympathetic treatment by the scheme of profit sharing which was to be a future feature at these mills. He, however, would like to emphasise Mr. Chater's remark not to be too expectant regarding their share in the profits, as he must tell them that there had been and would be lean years in the paper trade when profits have practically dwindled down to nothing. The wage of the workers, however, does not depend upon the profits of the mill, but the scheme of profit-sharing would depend upon the dividend paid, and it behoved all workers to put their best into their work to make the concern a paying one. The minimum wage was fixed, but there was no limit to the maximum. He had no reason to complain of the support they had given him in the past, but he still thought that with united efforts all previous records could be surpassed, and profit-sharing would act as an incentive to that end. It was up to them to make it so, and it could be done by every man and woman doing his and her best.

Mr. CHATER briefly and suitably responded.

Mr. PETRIE gave the toast, "The Foremen, Workpeople and Their Families," which was responded to by Mr. A. Foster Williams. He said they had heard Mr. Chater's remarks, which must give gratification to the workers in Abbey Mills. He need hardly remind them of the stimulus they had to put their back to their work during the year 1920. The more paper made, the more their wages would be. Mr. Chater had referred to the way in which we won the war under one man. Their one man was "Mr. Petrie" who would lead them on to victory. They ought to continue to give him that whole-hearted support which he deserved; then, said Mr. Foster Williams, they need not fear about the size of the plum at the termination of the period.

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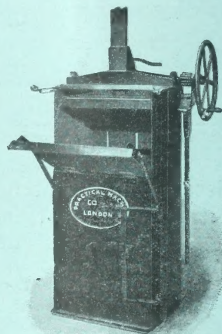
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